



NATIONAL RESTAURANT ASSOCIATION OF INDIA

AN OPEN LETTER TO THE LANDLORDS IN F&B BUSINESS

Dear Sir/Madam,

Greetings from **National Restaurant Association of India**. NRAI is the Indian Restaurant Industry's leading Association. Founded in 1982 and headquartered in Delhi, we are the **Voice of the Restaurant Industry** representing the interests of 5,00,000+ restaurants pan India. The restaurant industry, with an annual turnover of ~ INR 4 Lakh Crore is the third largest after retail and insurance in the service segment, providing direct employment to over 7 million Indians.

Due to the outbreak of COVID-19 and the subsequent lockdown announced by the Govt, our industry is going through an unprecedented crisis that threatens our very existence. We are fighting a very grim battle for our survival and we seek your immediate support.

We have been partners for a very long time and we have sailed through many good and bad times together, though none as bad as this one. As long-standing business partners, today we seek your urgent help and support in these troubled times. While this shutdown may continue for a month or two, we will take many more months post that to get back on our feet and we will not be able to sail through this period smoothly without your support. **We truly appreciate the fact that some of you have already offered suo-moto interim support**, we sincerely request all others to join in as well in this time of need. We propose the following interim measures:

1. We propose a complete waiver of rentals and CAM for a period starting 15th March-2020 up to June-2020 or till such time that the business lockdown continues, whichever is later.
2. We request you to waive off Minimum guaranteed rents for a period of six months post resumption so that businesses can eke a survival to fight another day.
3. We instead propose working on a pure revenue share model for a period of six months post resumption. We further propose revenue share equivalent to 50% of the agreed terms with possibly a maximum cap at 10%
4. We also request rationalising CAM during this period and levy charges at 50% of the agreed rate.

We are seeking these reliefs just **for ensuring that businesses don't die an instant death**, leaving behind a trail of unfulfilled dreams, millions of lost jobs and massive unwanted litigation.

ANURAG KATRIAR
Executive Director & CEO
deGustibus Hospitality
Pvt. Ltd.
President

KABIR SURI
Co-Founder & Director
Azure Hospitality Pvt. Ltd.
Vice President

PRATIK POTA
CEO
Jubilant FoodWorks Ltd.
Hony. Secretary

NITIN SALUJA
Founder Chaayos
Sunshine Teahouse
Pvt. Ltd.
Hony. Jt. Secretary

MANPREET SINGH
Director
K S Hotels Pvt. Ltd.
Hony. Treasurer

PRAKUL KUMAR
Secretary General



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A global recession due to the COVID-19 situation is already being predicted and that's not going to make it easier for us, whether we are property owners or business operators. It is going to be a big challenge and we assure you that we are willing to walk together with you through these unprecedented challenging times with all resources at our command and we request a similar support from you.

I am sure you will take cognizance of our concerns and extend the necessary support to the F&B Industry. Let us walk together in facing the challenges posed by factors which are beyond our control.

Warm Regards,

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For National Restaurant Association of India
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